

PRESS RELEASE

AUTOMOTIVE SECTOR AGREEMENT MADE BETWEEN INTESA SANPAOLO AND ANFIA TO PROMOTE COMPETITIVITY

Turin, 17 November 2017 - ANFIA and the **Intesa Sanpaolo Group** have signed a **partnership agreement to promote innovation and digitalisation processes** in group member companies. The opportunities to develop are indeed huge for companies wishing to take up the challenge of the digital world, a challenge laid down by governmental authorities with the introduction of Piano Nazionale Industria 4.0 (National Industry 4.0 Plan). However, these opportunities require a comprehensive set of operations with investments in fixed and intangible assets that the bank is committed to financing, starting from the agreement signed with Confindustria in order to relaunch the Italian system.

The Italian National Association of the Automotive Industry (ANFIA) brings together **more than 290 undertakings** operating in the automotive industry sector and is strategic in terms of the sector's competitiveness. The agreement highlights the need to **promote an effective knowledge of markets, technological and regulatory development, and an adequate level of competency among professionals**. To this end, Intesa Sanpaolo will collaborate with ANFIA in sector studies and tailored training opportunities developed by the Group's specialised departments.

In terms of **credit**, the agreement finally promotes the innovative **rating model** introduced by Intesa Sanpaolo, which allows for intangible elements to be considered in the valuation of the company. In this respect, belonging to a production chain is an important factor, which could have a positive impact on the company's creditworthiness.

The key points of the agreement are:

Market research and analysis initiatives

Intesa Sanpaolo will provide ANFIA with structured and targeted economical and financial analysis skills, which are particularly important for a complex and highly-organised sector like the automotive industry, in which entities with various features, strategies and performance interact with each other.

Support for businesses by supporting the production chain

In order to adequately support the production chain, Intesa Sanpaolo has outlined a course of action which promotes its distinctiveness through a structured programme of action, initiated by the signing of an agreement between the bank and the "chain-leader" company. The main benefit of this is the opportunity to transfer the supplier's creditworthiness to the entire chain they belong to, and to activate offers and services which are consistent with the chain's goals.

Human Capital

Human capital is a crucial matter, underpinning every opportunity for effective and productive change within the company organisation. Intesa Sanpaolo will provide a wide range of training opportunities relating to the operation of cutting-edge machinery and plants, as well as understanding the relevant regulatory framework, which will include how the framework has developed to become increasingly sustainable and environmentally friendly.

Financing investment and non-financial services to companies

Intesa Sanpaolo will support member companies of ANFIA in the technological upgrading of plants, machinery and vehicles based on financial subsidies and tax incentives (super depreciation, hyper depreciation) set out in the 2017 Stability Law. Group member companies will also be able to access the bank's innovative IT platforms

- “Tech-Marketplace” in order to identify new technological solutions and matches between enterprises
- “Knowledgeshare”, in collaboration with the university system, for the dissemination of patents.

According to **Marco Stella**, Head of the Credit and Finance Area of the ANFIA Components Group: *“With the agreement, the Association aims to make the relationship between the banking sector and one of the most important industrial sectors in our country direct and streamlined, promoting a chain-based approach to credit. The valuation of our sector, which left the most acute period of the crisis through damage limitation (and also through the natural selection of companies), has improved, considering that for two years or so, the sector has been going through a recovery phase, of the market and especially of production”.*

Andrea Lecce, head of the Marketing Department of Intesa Sanpaolo, said: *“This agreement is particularly important because it involves a pivotal sector of Made in Italy, which our bank strongly supports with expertise thanks to its unique ability to adapt within the chain-based approach. In 2015, we launched the Chains Programme. To date, 480 contracts have been signed, with a potential of more than 15,000 suppliers being involved, representing a turnover of more than 68 billion euro and a work force of more than 86,000 employees”.*

The agreement is valid until 31/12/2018, with the possibility of annual renewal. To spread greater awareness among interested companies, Intesa Sanpaolo and ANFIA will set up joint promotional initiatives across the country.

For more information

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